

Do Now

What does it mean to be an entrepreneur?



One summer, Tom just couldn't keep cool at school, so he brought in a mini-fridge and kept it in a cupboard in his classroom. At break, Tom would take out chilled drinks and sell them for double the price he'd bought them. Tom's teacher rang home when he found out and told his mother, 'I'm not happy about Tom using the school's electricity, but your son seems to be a young entrepreneur...'

Discuss: What do you think we mean by an 'entrepreneur'?



What is another term for what Tom was doing at breaktimes?

*During his break times,
Tom was.....*

What does it mean to be an entrepreneur?



Learning outcomes:

Describe the different ways the businesspeople in our case studies have become entrepreneurs. Explain what made them so successful and any particular qualities they share.

Entrepreneur: a person who sets up a business or businesses, taking on financial risks in the hope of making a profit.

Running a business: This is what Tom was doing at break. A business when you buy or create and then sell goods or services for a profit (to make money).

What does it mean to be an entrepreneur?



Sara Davies is a British entrepreneur who founded the craft business *Crafter's Companion* while she was still at university, after spotting a gap in the market. She grew the company into an international success and is now known for promoting entrepreneurship that balances ambition, creativity and wellbeing.

[“Sara Davies: How I Started My Business”](#)

- 1) **Starting Out:** How old was Sara Davies when she started her business, and what problem was she trying to solve?
- 2) **What challenges** did she face when starting her business, and how did she overcome them?
- 3) **What does Sara say** about balancing work, family and wellbeing?
- 4) **Why is this important** for long-term success?
- 5) **Which qualities** helped Sara succeed (e.g. creativity, organisation, confidence, problem-solving)?
- 6) **How is Sara’s approach** to success different from the idea of working all the time or being available 24/7?



What does it mean to be an entrepreneur?



- 1) **How old was Sara Davies when she started her business, and what problem was she trying to solve?** 21 - She identified a problem in the craft market where people struggled to cut card neatly, and she designed a simple tool to solve this.
- 2) **What challenges did she face when starting her business, and how did she overcome them?** Limited money, lack of experience, and having to balance her studies with running a business. She overcame these by starting small, learning from mistakes, asking for advice, and steadily building her confidence
- 3) **What does Sara say about balancing work, family and wellbeing?** Sara speaks openly about the importance of setting boundaries, spending time with family, and not letting work take over her whole life.
- 4) **Why is this important for long-term success?**
- 5) **Which qualities helped Sara succeed (e.g. creativity, organisation, confidence, problem-solving)?** Sara Davies succeeded because she showed creativity in solving a real problem, strong organisation in managing her time, confidence in pitching her idea, effective problem-solving, and resilience without sacrificing her wellbeing.
- 6) **How is Sara's approach to success different from the idea of working all the time or being available 24/7?** Sara shows that success does not have to mean constant work or exhaustion. Instead, she promotes working smartly, setting boundaries, and building a business that fits around a healthy, balanced life.

Need Support? You're Not Alone



If anything in today's lesson has affected you, or you want to talk to someone, there is help available.

Mental Health & Low Mood

YoungMinds – <https://www.youngminds.org.uk>

Kooth – <https://www.kooth.com>

Mind – <https://www.mind.org.uk>

Talk to Someone

Your Tutor or Head of Year – We're here to help.

Wellbeing Team and School Nurse

Report a Concern on Satchel

Safeguarding Team with the Purple lanyards

Healthy Lifestyle

NHS Every Mind Matters – <https://www.nhs.uk/every-mind-matters>

Change4Life – <https://www.nhs.uk/change4life>

Apps That Can Help

Calm – For mindfulness and sleep.

Headspace – Meditation and stress relief.

Clear Fear – Manage anxiety (designed for young people).

MeeTwo – Anonymously talk to other teens, moderated by experts.

Eating Concerns

Beat Eating Disorders –

<https://www.beateatingdisorders.org.uk>

NHS Live Well – Eating Disorders –

<https://www.nhs.uk/mental-health/conditions/eating-disorders/>